RONYX
corporation limited

1977 Annual Report

FLEET industries

RONARK developments


RONARK developments
HEAD OFFICE
BRANCH OFFICE
WATERLOO
60
KITCHENER
151
HAMILTON
COMMERCIAL BLDG.
SARNIA
86
SARNIA
196
LONDON
275
LONDON
282
KITCHENER
60
HAMILTON
LONDON
HOUSING UNITS
CURRENT PROJECTS
PENDING PROJECTS

RONYX corporation limited

DIRECTORS

Ronald K. Fraser	President Ronyx Corporation Limited
Samuel Lax	President Lax Iron & Steel Ltd., Hamilton
C. Norman Lucas	Director and Consultant Quebec City
Donald G. MacDonald	Vice President and General Manager Ronark Developments, Hamilton
D. Donald C. McGeachy	Director and Consultant London
G. Philip Morphy	Corporate Vice President Ronyx Corporation Limited
J. Frederick Taylor	President J. F. Taylor & Associates Ltd., Ottawa

AUDITORS

Clarkson, Gordon & Co.
Hamilton, Ontario

BANKERS

The Toronto-Dominion Bank

TRANSFER AGENTS

Guaranty Trust Company
of Canada,
Toronto, Ontario
Vancouver, British Columbia

OFFICERS

RONYX corporation limited

Ronald K. Fraser	President
G. Philip Morphy	Corporate Vice President
E. Delbert Hickey	Vice President Legal
Jean E. Spacca	Secretary

FLEET industries — Manufacturing Division

Gordon B. Sampson	Vice President and General Manager
Leonard Maloney	Director of Manufacturing
Alexander J. Cook	Director of Marketing
Roy Dear	Treasurer and Controller

RONARK developments — Real Estate Division

Donald G. MacDonald	Vice President and General Manager
Frank T. Wilkinson	Vice President Land Development and Sales
Clifford J. Bryson	Vice President Construction
William C. Hesler	Treasurer and Controller

HEAD OFFICE	20 Hughson Street South, Hamilton, Ontario
MAILING ADDRESS	P.O. Box 800, Hamilton, Ontario L8N 3M8

RONYX corporation limited

FINANCIAL HIGHLIGHTS

	Year ended September 30, 1977			Year ended September 30, 1976		
	(in thousands of dollars except for per share information)					
	Manufacturing	Real Estate	Total	Manufacturing	Real Estate	Total
SALES	$ 10,286	$ 16,698	$ 26,984	$ 9,222	$ 13,188	$ 22,410
NET EARNINGS (LOSS) BEFORE REFLECTING AFFILIATED COMPANIES	$ 74	$ 776	$ 850	$ (187)	$ 689	$ 502
NET EARNINGS (LOSS)	$ 74	$ 785	$ 859	$ (187)	$ 628	$ 441
ORDER BACKLOG	$ 18,300	$ 7,600	$ 25,900	$ 15,600	$ 12,400	$ 28,000
EARNINGS PER COMMON SHARE			$ .34			$ .18
WORKING CAPITAL			$ 4,837			$ 3,389
LAND HELD FOR DEVELOPMENT			$ 3,481			$ 5,570
NEW FACILITIES AND EQUIPMENT			$ 212			$ 141
LONG TERM DEBT			$ 4,262			$ 5,841
SHAREHOLDERS' EQUITY AT YEAR END			$ 5,869			$ 5,010
COMMON SHARES OUTSTANDING AT YEAR END			2,521,000			2,521,000
COMMON SHAREHOLDERS' EQUITY PER SHARE			$ 2.33			$ 1.99

PRESIDENT'S LETTER TO THE SHAREHOLDERS:

Consolidated sales for the year were $27 million compared to $22 million for the preceding year and net earnings were $859,000 compared to $441,000.

FLEET INDUSTRIES, Manufacturing Division

Sales at $10.3 million compare to $9.2 million for the previous year. While plant activity was virtually unchanged, improved plant performance and a more favourable product mix resulted in net earnings of $74,000 compared to a loss of $187,000 for the preceding year. Sales related to products for export were $8.6 million, up $1.3 million from the previous year. The order backlog was $23 million at year end with future options not yet booked of $43.7 million.

The acquisition of the Lockheed contract to build the forward fuselage of the P-3C long range patrol aircraft (18, designated as the Aurora, will be delivered to the Canadian Forces) represents the most important new contract in recent years. The P-3C is expected to continue in production well into the 1980's. The initial release is for 24 ship sets, of which the first 10 are exclusively assembly work, and the next 14 will include the manufacture of all detail parts. The complete tooling has been transferred to the Fort Erie plant and the first delivery is scheduled for February, 1978.

As a result of favourable initial sales, McDonnell Douglas Corporation is going into production with the DC9-80, an enlarged re-engined version of this successful series. This will mean a continuation of the common flaps and ailerons, a program which commenced at Fleet in 1965.

An order has been received from Canadair to build the tooling and the first 6 rudders for the new Challenger executive aircraft. Sales have indicated acceptance of this design in the world market and pricing for a substantial follow-on order has been submitted. Also, two new customers for radar antennae and panels have been added — Sperry Gyroscope, Great Neck Long Island, New York and Raytheon Company, Wayland, Massachusetts.

The procurement of a new fighter for the Canadian Forces involves the largest defence expenditure in postwar years. The proposals, presently scheduled for submission in February 1978 with a decision later in the year, will call for substantial Canadian offset work and delivery of the first aircraft in 1981. For several months, Fleet has been preparing estimates and submissions and is considered a capable and logical bidder for work on this program.

Contracts with Lodges 939 and 171 of the International Association of Machinists and Aerospace Workers have been settled for a two year period ending September 30, 1979.

RONARK DEVELOPMENTS, Real Estate Division

Net earnings were $785,000 on sales of $16.7 million compared to $628,000 on sales of $13.2 million for the preceding year.

"Ronleigh Village" in London has been very active. Other builders purchased 56 lots and offers have been accepted on 60 single family homes started during the year. Preparations are being made for an early start on an additional 50 units and a draft plan of subdivision for PHASE II comprising 65 acres has been submitted to the Ministry of Housing.

Major projects under way include:

- 150 units (final phase) University of Western Ontario, London
- 132 units (Apartments and Commercial), Oxford Centre, London
- Six storey office building, Hamilton

Sales of townhouse condominium units in Sarnia and Kitchener (86 and 126 units respectively), which are joint ventures with Major Holdings and Developments Limited, are slow principally because of an over supply situation. Sales programs are being monitored closely with adjustments in sales techniques as well as price, where considered necessary.

Five projects, totalling 538 housing units, were under construction at the year end with the value of uncompleted work approximately $6 million. Additional projects representing sales of $6.5 million are expected to be started in the coming year.

The Federal Government recently announced that a number of proposals will be put forward early in 1978 dealing with more effective ways of providing housing for low income earners. These would stress making the best possible use of existing legislation, simplifying the delivery system and could include a reduction in the effective interest rate. Ronark and affiliated companies are in a position to take advantage of such a program.

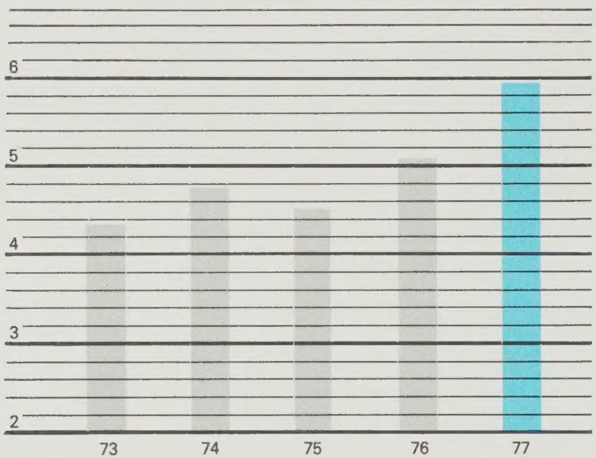
In Florida, Arkton opened five furnished and decorated models in "Twelve Oaks Village" in August 1977. These cluster homes, representing a new concept in a very unique location, have been very well accepted. To date, there are 20 deposits and 33 units under construction with the first delivery in late January 1978. Planning is under way for construction to keep pace with sales and an early completion of this restructured development.

The directors and management wish to recognize the achievements in both divisions. Fleet produced a profit in spite of a low workload and negotiated successfully new and significant contracts. Ronark, facing increased inflation and reduced sales activity, produced satisfactory profits and has increased its endeavours to diversify its activities to achieve a continued level of activity for 1978. This will be much more difficult than in the past year. The employees of both divisions merit a vote of thanks and continued confidence.

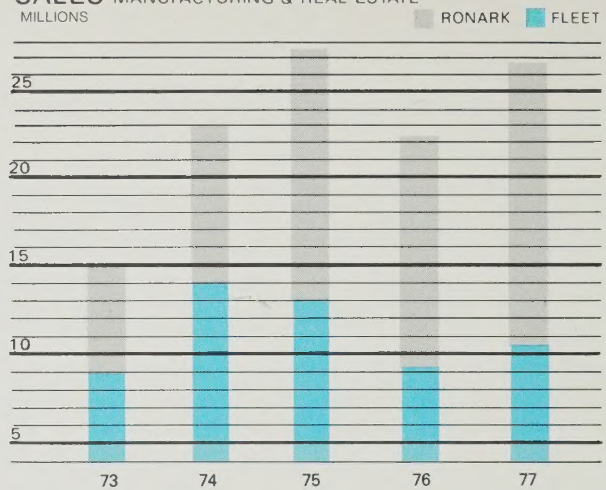
R. K. FRASER, President

December 12, 1977

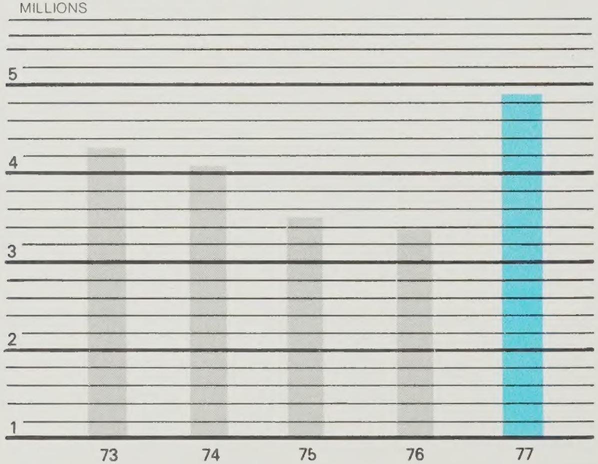
SHAREHOLDERS' EQUITY



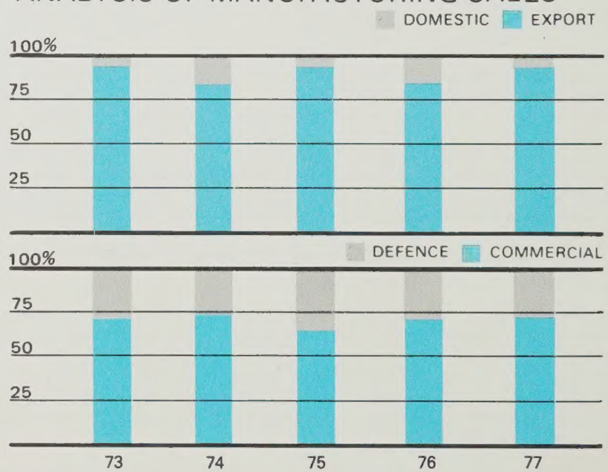
SALES MANUFACTURING & REAL ESTATE



WORKING CAPITAL



ANALYSIS OF MANUFACTURING SALES



RONYX corporation limited

CONSOLIDATED STATEMENT OF INCOME AND RETAINED EARNINGS

YEAR ENDED SEPTEMBER 30, 1977 (with comparative figures for 1976) (in thousands of dollars)

	1977			1976		
	Manufacturing	Real estate	Total	Manufacturing	Real estate	Total
Income:						
Sales	$ 10,286	$ 16,698	$ 26,984	$ 9,222	$ 13,188	$ 22,410
Other income		561	561			
	10,286	17,259	27,545	9,222	13,188	22,410
Costs and expenses:						
Manufacturing and construction	9,124	14,639	23,763	8,549	11,068	19,617
Administrative and general	883	1,048	1,931	814	791	1,605
Interest and debt expense	148	203	351	190	76	266
Income taxes (recovery)	57	593	650	(144)	564	420
	10,212	16,483	26,695	9,409	12,499	21,908
Income before income of affiliated companies	74	776	850	(187)	689	502
Income (loss) from affiliated companies		9	9		(61)	(61)
Net income for year	$ 74	$ 785	859	$ (187)	$ 628	441
Retained earnings at beginning of year			2,770			2,329
Retained earnings at end of year			$ 3,629			$ 2,770
Earnings per common share	$ .03	$ .31	$ .34	$ (.07)	$ .25	$ .18

Notes: (1) Interest paid during the year on						
— long term debt	$ 237	$ 263	$ 500	$ 273	$ 61	$ 334
— other debt	219	272	491	237	43	280
	456	535	991	510	104	614
Less interest and debt expense above	148	203	351	190	76	266
Included in manufacturing and construction costs and inventory (note 1 (d))	$ 308	$ 332	$ 640	$ 320	$ 28	$ 348
(2) Depreciation	$ 145	$ 76	$ 221	$ 163	$ 50	$ 213

See accompanying notes to consolidated financial statements.

RONYX corporation limited

(Incorporated under the laws of Ontario)

CONSOLIDATED BALANCE SHEET .... SEPTEMBER 30, 1977

(with comparative figures at September 30, 1976) (in thousands of dollars)

ASSETS

	1977	1976 (as restated)
CURRENT:		
Cash and short deposits	$ 637	$ 78
Condominium deposits in trust	82	549
Accounts receivable	4,902	4,057
Investment in affiliated companies	24	530
Inventories (notes 1(d) and 2)	11,099	6,989
Prepaid expenses and other current assets	159	126
Total current assets	16,903	12,329
LAND HELD FOR DEVELOPMENT	3,481	5,570
REFUNDABLE LAND-SERVICING DEPOSIT BOND	163	163
SECOND MORTGAGES RECEIVABLE—varying maturities to 1980	144	189
FIXED (note 3):		
Land, buildings, machinery and equipment, leasehold improvements, at cost	4,844	4,672
Less accumulated depreciation	3,396	3,215
	1,448	1,457
DEFERRED CHARGES, less amortization (note 1(e))	58	83
	$ 22,197	$ 19,791

On behalf of the Board:

RONALD K. FRASER, Director

G. PHILIP MORPHY, Director

LIABILITIES

	1977	1976 (as restated)
CURRENT:		
Bank indebtedness (note 4)	$ 2,314	$ 2,888
Accounts payable and accrued charges	3,145	3,250
Income and other taxes payable	94	429
Mortgages payable on land and housing units under construction	3,745	1,576
Current requirements on long term debt (note 5)	1,893	473
Deferred income taxes relating to current assets (note 1(d))	875	324
Total current liabilities	12,066	8,940
LONG TERM DEBT (note 5)	4,262	5,841
SHAREHOLDERS' EQUITY:		
Capital stock—		
Common shares without nominal or par value:		
Authorized—5,600,000 shares	2,240	2,240
Issued —2,521,000 shares	3,629	2,770
Retained earnings	5,869	5,010
	$ 22,197	$ 19,791

See accompanying notes to consolidated financial statements.

AUDITORS' REPORT

To the Shareholders of Ronyx Corporation Limited:

We have examined the consolidated balance sheet of Ronyx Corporation Limited and its subsidiaries as at September 30, 1977 and the consolidated statements of income and retained earnings and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, subject to the effect of any adjustment that might be required to reflect the net realizable value of the land in Florida as discussed in note 1(d), these consolidated financial statements present fairly the financial position of the company as at September 30, 1977 and the results of its operations and the changes in its financial positon for the year then ended. The statements are prepared in accordance with generally accepted accounting principles on a basis consistent with that of the preceding year after giving retroactive effect to the changes referred to in note 1(d).

Clarkson, Gordon & Co.
Chartered Accountants.

Hamilton, Canada
November 20, 1977.

CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION

YEAR ENDED SEPTEMBER 30, 1977 (with comparative figures for 1976) (in thousands of dollars)

	1977	1976 (as restated)
SOURCE OF FUNDS:		
Operations—		
Net income for year	$ 859	$ 441
Add (deduct) charges to income not requiring any outlay of funds—		
Depreciation	221	213
Amortization of deferred charges	25	7
Loss of affiliates for year		61
	1,105	722
Decrease in second mortgages receivable	45	22
Redemption of investments in affiliated companies		284
Land to be developed in the ensuing year	2,089	890
	3,239	1,918
APPLICATION OF FUNDS:		
Increase in land held for development and fixed assets less long term financing on acquisition of Arkton Corporation Limited and Ronleigh Properties Limited		2,162
New facilities and equipment (net)	212	141
Decrease in long term debt	1,579	58
	1,791	2,361
INCREASE (DECREASE) IN WORKING CAPITAL	1,448	(443)
WORKING CAPITAL BEGINNING OF YEAR (as restated—note 1(d))	3,389	3,832
WORKING CAPITAL END OF YEAR	$ 4,837	$ 3,389

	1977	1976 (as restated)
CHANGES IN COMPONENTS OF WORKING CAPITAL:		
Increase (decrease) in current assets—		
Cash and short term deposits	$ 559	$ 78
Condominium deposits in trust	(467)	(50)
Accounts receivable	845	(60)
Investment in affiliated companies recoverable within one year	(506)	233
Inventories	4,110	22
Prepaid expenses and other current assets	33	(3)
	4,574	220
Increase (decrease) in current liabilities—		
Bank indebtedness	(574)	(352)
Accounts payable and accrued charges	(105)	396
Income and other taxes payable	(335)	108
Mortgages payable on land and housing units under construction	2,169	981
Current requirements on long term debt	1,420	(84)
Deferred income taxes relating to current assets	551	(386)
	3,126	663
INCREASE (DECREASE) IN WORKING CAPITAL	$ 1,448	$ (443)

See accompanying notes to consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
SEPTEMBER 30, 1977

(1) **Accounting policies —**

The major accounting principles and practices followed by Ronyx are presented below to assist the reader in evaluating the financial statements:

(a) Basis of consolidation:

The consolidated financial statements as at September 30, 1977 include the accounts of the company's wholly-owned subsidiaries, Arkton Corporation Limited and Sanville Realty Limited. Ronleigh Properties Limited was wound up during the year and its assets and operations were transferred to Arkton Corporation Limited.

(b) Investment in affiliated companies:

Investments in affiliated companies (in all of which Ronyx has a 50% interest) are accounted for on the equity method. These companies are in the process of being wound up.

(c) Revenue recognition:

Gross profit on contracts (including programs specifying anticipated requirements but without firm commitments) is recorded as follows —

(i) On manufacutring contracts or programs extending over one year billable at a fixed price per unit, the proportion of total estimated gross profit for the entire contract or program applicable to the number of units shipped based on the average unit cost for each program estimated to final completion.

(ii) On other manufacturing contracts completed within the year the actual gross profit applicable to units shipped.

(iii) On real estate construction contracts, the percentage of completion method. Gross profit on speculative housing construction is recorded as sales are completed.

Estimated losses on contracts are recorded when they become known. In the case of contracts extending over one year revisions in cost and profit estimates are reflected in the accounting period in which the relevant facts become known.

(d) Inventories and land held for development:

Manufacturing division —

Work in progress inventories are valued at the lower of cost or net realizable value with materials and supplies at the lower of average cost or market.

Inventory costs for manufactured products include production financing and tooling costs incurred less costs allocated to delivered items and reduced, where applicable, to realizable market after giving effect to the estimated costs of completion.

In accordance with industry practice, inventoried costs include amounts relating to programs and contracts whose operating cycles extend beyond one year and are classified as current assets. Unamortized financing, engineering and tooling costs applicable to manufacturing contracts extending over one year are deferred in the accounts and in prior years such costs related to the Lockheed L1011 and Boeing 707 programs were classified as non-current assets. To conform with the more common practice in the aircraft industry, such costs are now included as inventory in current assets; the related deferred income taxes have been reclassified as a current liability. The comparative 1976 figures have been restated resulting in an increase of $339,000 in working capital previously reported as of September 30, 1976.

Real estate division —

The costs in inventory and land held for development for the real estate division include carrying charges on land and housing under construction such as interest on interim and long term financing, real estate taxes and legal fees. Provision is made to reduce carrying values to realizable market. Because of uncertain market conditions, it is not possible to establish that the company will recover its investment in serviced land held for development in Florida. However, in the opinion of management, based on information available, adequate provision has been made for potential losses on this investment. The carrying value of this investment at September 30, 1977 is $2,109,000.

(e) Deferred charges:

The discount arising from the issue of a 12½% mortgage on Arkton lands at less than face value is being amortized over the life of the mortgage and at September 30, 1977 the unamortized value is $58,000.

(f) Fixed assets:

Additions to fixed assets are recorded at cost. Depreciation is provided at rates which are expected to amortize the assets over their estimated useful life as follows:

On diminishing balance —	
Buildings	5% or 10%
Machinery, furniture and equipment	20%
Automobiles	30%
On straight-line basis —	
Leasehold improvements	Term of lease

(g) Income taxes:

The company follows the tax allocation method of providing for income taxes. Under this method, timing differences between reported and taxable income result in prepaid or deferred taxes.

(h) Pension plans:

The total unamortized past service costs under pension plans of the company which are not reflected in the accompanying financial statements, are being amortized and charged to operations over 15 years (note 7).

(i) Income statement segmentation:

Corporate costs, which are relatively minor in amount, are allocated equally to the two divisions. All other costs are charged directly to the division to which they apply.

(2) **Inventories —**

Inventories consist of the following:	**1977**	1976
	(in thousands of dollars)	
Manufacturing division —		
Work in progress:		
Commercial contracts	**$ 2,506**	$ 2,590
Defence contracts	**1,784**	1,588
Raw materials and supplies	**1,202**	1,478
	5,492	5,656
Less progress payments	**1,337**	937
	4,155	4,719
Real estate division —		
Land and housing under construction	**4,927**	1,380
Land for resale and under development	**2,017**	890
	6,944	2,270
	$ 11,099	$ 6,989

Under defence contracts the title to inventories is vested in the appropriate governments to the extent of the progress payments received.

(3) **Fixed assets —**

Fixed assets consist of the following:

	1977			1976
	Cost	**Accumulated depreciation**	**Net book value**	Net book value
	(in thousands of dollars)			
Manufacturing division:				
Land (approximately 152 acres in Fort Erie)	**$ 41**		**$ 41**	$ 41
Buildings	**1,497**	**$ 834**	**663**	698
Machinery and equipment	**2,707**	**2,295**	**412**	480
	4,245	**3,129**	**1,116**	1,219
Real estate division:				
Sundry	**599**	**267**	**332**	238
	$ 4,844	**$ 3,396**	**$ 1,448**	$ 1,457

(4) **Bank indebtedness —**

Bank indebtedness includes a loan to the manufacturing division of $2,307,000 with interest at prime plus 1% which is repayable on demand. As security the company has given the bank a $3,000,000 debenture with a first floating charge on all company property and assets and has pledged the book debts and inventory.

(5) **Long term debt —**

The long term debt consists of the following:

	1977	1976
	(in thousands of dollars)	
Manufacturing division —		
Capitalized lease agreement with Citicorp Leasing International Inc. for generating equipment, due September 30, 1978	**$ 17**	$ 32
Repayable portion of non-interest bearing federal government assistance payments for purchase of machine tools — due January 30, 1979	**19**	29
8¼% mortgage debenture payable to Ontario Development Corporation secured by specific mortgage on the land and buildings, due July 15, 1980	**110**	144
Term bank loan, with interest based on 1% over the prime bank rate, for the financing of the Lockheed TriStar program, against which the company has provided as security a $3,000,000 debenture payable on demand with a second floating charge on all company property and assets and a second pledge of accounts receivable and inventories. This loan has been renegotiated subsequent to the year end providing additional financing for the P-3C program and requiring quarterly instalments to September 30, 1988 commencing September 30,, 1978	**2,250**	2,250
	2,396	2,455

Forward

	1977	1976
Forward	(in thousands of dollars)	
Real estate division —		
Ronyx Corporation Limited:		
9¼% mortgage maturing March 28, 1995, payable at $590 per month including interest	$ 60	$ 60
Mortgages payable on land held for development. Mortgages bear interest at rates from 10½% to 12¾% and mature at varying dates between June 30, 1978 and June 30, 1979	774	984
Note payable June 30, 1981 with interest at 1½% over the prime rate on commercial loans commencing January 1, 1979	423	500
Note payable with interest at 8½% per annum commencing March 15, 1978. Principal repayments of $150,000 on March 15, 1978 and $15,860 monthly including interest commencing April 15, 1980	776	776
Subsidiaries:		
Mortgages payable on land for development. Mortgages bear interest at rates from nil to 9% and mature at varying dates from December 31, 1977 to June 30, 1978	539	649
12¼% mortgage on Phase II lands of Arkton Corporation Limited repayable December 31, 1979. Payments of principal are required before December 31, 1979 for the purpose of obtaining partial discharges to release individual units as they are erected and sold at the rate of $12,000 per unit	890	890
Debenture payable December 31, 1980 with interest at 4% over prime bank rate	250	
8½% mortgage maturing January 17, 2002, payable at $475 per month including interest	47	
	3,759	3,859
	6,155	6,314
Less current requirements	1,893	473
	$ 4,262	$ 5,841

A condition of the term bank loan in the manufacturing division prohibits the payment of dividends by the company without the consent of the bank.

The long term debt repayment requirements for the fiscal years 1978 to 1982 are as follows:
1978 — $1,893,000; 1979 — $713,000; 1980 — $921,000; 1981 — $746,000; 1982 — $509,000.

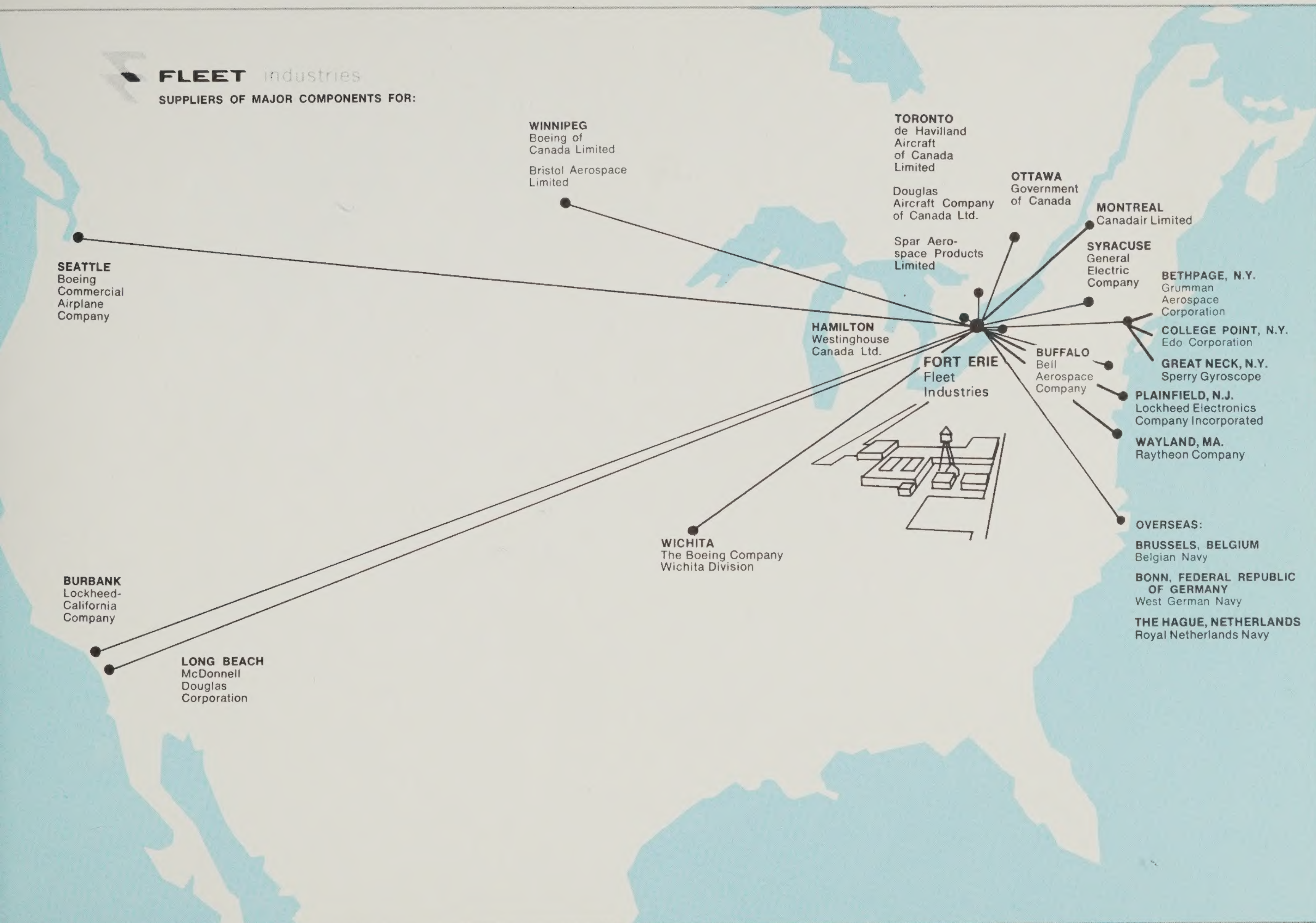
The above debt table reflects extended repayment terms of the bank term loan negotiated subsequent to the year-end.

(6) **Contingent liabilities —**
A subsidiary has an outstanding letter of credit of $784,000 which is issued as a performance bond regarding a sub-division agreement.

(7) **Pension plans —**
The unamortized past service costs not reflected in the accompanying financial statements amounted to $2,071,000 at September 30, 1977 (based on estimates by independent actuaries). Past service costs charged to income in 1977 amounted to $227,000.

(8) **Anti-Inflation —**
Under the federal government's anti-inflation program, the company is subject to mandatory compliance with legislation which controls prices, profit margins, employee compensation and shareholder dividends. To the best of management's knowledge, the company is operating in compliance with the regulations.

(9) **Statutory information —**
The aggregate direct remuneration paid or payable by the company and its consolidated subsidiaries to the directors and senior officers of the company as defined by The Business Corporations Act of Ontario amounted to $332,000 in fiscal 1977.


FLEET industries
SUPPLIERS OF MAJOR COMPONENTS FOR:
WINNIPEG
Boeing of Canada Limited
Bristol Aerospace Limited
TORONTO
de Havilland Aircraft of Canada Limited
Douglas Aircraft Company of Canada Ltd.
Spar Aerospace Products Limited
OTTAWA
Government of Canada
MONTREAL
Canadair Limited
SYRACUSE
General Electric Company
BETHPAGE, N.Y.
Grumman Aerospace Corporation
COLLEGE POINT, N.Y.
Edo Corporation
GREAT NECK, N.Y.
Sperry Gyroscope
SEATTLE
Boeing Commercial Airplane Company
HAMILTON
Westinghouse Canada Ltd.
FORT ERIE
Fleet Industries
BUFFALO
Bell Aerospace Company
PLAINFIELD, N.J.
Lockheed Electronics Company Incorporated
WAYLAND, MA.
Raytheon Company
WICHITA
The Boeing Company Wichita Division
OVERSEAS:
BRUSSELS, BELGIUM
Belgian Navy
BONN, FEDERAL REPUBLIC OF GERMANY
West German Navy
THE HAGUE, NETHERLANDS
Royal Netherlands Navy
BURBANK
Lockheed-California Company
LONG BEACH
McDonnell Douglas Corporation

RONYX corporation limited

divisions

FLEET industries—transportation, communications

RONARK developments—real estate development